Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006

# Message Text

UNCLASSIFIED

PAGE 01 SEOUL 02493 140842Z

51
ACTION FSI-01

INFO OCT-01 EA-10 ISO-00 EB-07 COME-00 /019 W
---------- 127711
R 140732Z APR 75
FM AMEMBASSY SEOUL
TO SECSTATE WASHDC 9390

UNCLAS SEOUL 2493

E.O. 11652: N/A
TAGS: BCOM, KS
SUBJECT: FSI: COMMERCIAL LOCALS TRAINING PROGRAM

REF: STATE 066617

FOLLOWING RESPONDS TO REFTEL AND SUMMARIZES REQUESTED DATA ON THREE FSLS OF COMMERCIAL SECTION:

1. KIM YOUNG HIE: BORN SEPTEMBER 9, 1933, AT KYONGSANG PUK DO, SOUTH KOREA. HAS EXCELLENT COMMAND OF ENGLISH. GRADUATED FROM DANGKUK UNIVERSITY, SEOUL, WITH DEGREE IN LAW BUT HAS, HOWEVER, NEVER TAKEN BAR EXAMINATION. JOINED AID DAY AFTER GRADUCATION MORE THAN 19 YEARS AGO WHERE HE WORKED IN OFFICE OF ENGINEERING. CAME TO COMMERCIAL SECTION IN LATE 1974 AND HAS WORKED PRIMARILY ON MAJOR PROJECTS AND DEVELOPMENT OF EARLY WARNINGS. ALSO HANDLES MAJOR TOS, US INVESTMENT, ALL WITHIN MAJOR INDUSTRIAL SECTORS INCLUDING CONSTRUCTION AND MINING; TRANSPORTATION; MATERIALS HANDLING; IRON AND STEEL MILL EQUIPMENT. HAS PERFORMED WITH AID IN EXCEPTIONAL AND OUTSTANDING MANNER AND FOR LAST TWO YEARS WITHIN THAT AGENCY WAS SOLE PROGRAM SPECIALIST IN OFFICE OF ENGINEERING. HIS FIRST FEW MONTHS IN COMMERCIAL OFFICE HAVE INDICATED THAT MR. KIM WAS EXCELLENT CHOICE ON BASIS OF IMPORTANT CONTACTS, VAST KNOWLEDGE OF FIELDS IN WHICH MOST MAJOR PROJECTS LIE, AND ALMOST BILINGUAL ABILITY IN WRITTEN AND SPOKEN ENGLISH.

2. KIM PAING SUP: BORN JULY 11, 1934, IN OSAKA, JAPAN OF KOREAN PARENTS. RESIDENT IN KOREA SINCE 1946. SPEAKS ENGLISH FLUENTLY. HAS BEEN WITH USG 17 YEARS COMMENCING WITH AID IN
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 SEOUL 02493 140842Z

1958 WHERE HE WAS EMPLOYED AS ECONOMIC SPECIALIST, PROGRAM

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006

SPECIALIST, AND PROGRAM ADVISOR FOR TRADE AND LOGISTICS. ATTENDED EIGHTH AID SUPPLY MANAGEMENT CONFERENCE IN WASHINGTON JUNE 1966. COMPLETED USDOC/OHIO STATE UNIVERSITY PURCHASING CORRESPONDENCE COURSE IN 1969. DETAILED TO EMBASSY COMMERCIAL OFFICE IN 1972 AND RECEIVED PERMANENT ASSIGNMENT THERE 1973. IS CHIEF FSL IN SECTION WHOSE DUTIES INCLUDE MARKET RESEARCH, BUSINESS VISITOR ASSISTANCE, DEPUTY TRADE CENTER DIRECTOR, AND RESPONSIBILITY FOR MANY COMMODITY CATEGORIES AMONG WHICH ARE EDP, BUSINESS EQUIPMENT, SCIENTIFIC AND MEDICAL EQUIPMENT, ELECTRONICS, AND MEASURING AND CONTROL INSTRUMENTS. SINCE 1959 HIS ANNUAL EFFICIENCY REPORTS HAVE REFLECTED 13 OUTSTANDING AND THREE SUPERIOR RATINGS. HOLDS BACHELOR OF COMMERCE DEGREE FROM DANKUK UNIVERSITY, SEOUL.

3. KIM IL LAN: BORN MARCH 13, 1934, AT KYUNGBUK, SOUTH KOREA. HAS DEGREE FROM GRADUATE SCHOOL OF BUSINESS ADMINISTRATION, SEOUL NATIONAL UNIVERSITY. THREE YEARS PRIVATE BUSINESS EXPERIENCE AT KIA MOTORS; 13 YEARS WITH USG, BEGINNING WITH AID AS PROGRAM ASSISTANT IN MINING AND INDUSTRY SECTORS. ENGLISH IS EXCELLENT. CAME TO COMMERCIAL SECTION IN 1971 WHERE HE HAS PERFORMED OUTSTANDING SERVICE. HIS FUNCTIONAL RESPONSIBILITIES ARE MARKET RESEARCH, BUSINESS VISITORS ASSISTANCE, INVESTMENT OPPORTUNITIES, DEFENSE INDUSTRIES, BUSINESS SERVICES, AND HANDLING ALL CUSTOMS MATTERS FOR POST'S TRADE CENTER. RESPONSIBILITY FOR COMMODITY CATEGORIES INCLUDES SHIPBUILDING, METALWORKING, AUTOMOTIVE, AGRICULTURAL MACHINERY AND BUILDING MATERIALS. MR. KIM HAS SUCCESSFULLY COMPLETED THE FSL COMMERCIAL SPECIALIST ORRESPONDENCE COURSE.

4. ABOVE THREE CANDIDATES FOR SUBJECT TRAINING ALL EMINENTLY QUALIFIED TO MEET CRITERIA SET FORTH REFTEL. EACH PLAYS IMPORTANT ROLE WITHIN COMMERCIAL SECTION; EACH IS DEDICATED, LOYAL, AND HARDWORKING; AND CONTRIBUTION TO U.S. EXPORT EFFORT FROM EACH HAS BEEN SUPERIOR. COMMERCIAL SECTION AS WELL AS INDIVIDUAL CHOSEN WILL BENEFIT GREATLY FROM OUTLINED PROGRAM. ALL HAVE MANY YEARS' FUTURE SERVICE REMAINING WITH USG AND, TO BEST OF OUR KNOWLEDGE, ALL INTEND CONTINUE IN PRESENT ROLES.

5. EXCEPT FOR SHORT SERVICE WITH COMMERCIAL SECTION, KIM
UNCLASSIFIED

UNCLASSIFIED



YOUNG HIE WOULD BE FIRST RECOMMENDATION. HOWEVER, WOULD PREFER MR. KIM TO UNDERTAKE COMMERCIAL CORRESPONDENCE COURSE FOR FSLS DURING COMING YEAR AND, IF SUCCESSFULLY COMPLETED, RECOMMEND HIM FOR NEXT WASHINGTON TRAINING COURSE.

6. FIRST RECOMMENDATION IS THEREFORE KIM IL LAN, AND AS ALTERNATE KIM PAING SUP. THIS WAS MOST DIFFICULT DECISION BUT FINALLY DECIDED ON BASIS THAT KIM IL LAN HAS NEVER VISITED

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006

U.S. AND EXPOSURE WOULD MAXIMIZE HIS CONTRIBUTION TO PROGRAM
AFTER RETURN TO KOREA.

7. KOREA AND U.S. NOW HAVE TWO-WAY TADE EXCEEDING $3
BILLION. U.S. INVESTMENT CONTINUES TO FLOW TO KOREA. EXIM
BANK, OPIC, IBRD, ADB, ETC. ALL ACTIVE HERE. CLOSE RELATION-
SHIP BETWEEN KOREA AND U.S. DURING KOREAN WAR AND WITH AID
PROGRAMS HAS ESTABLISHED SOUND AND IMPRESSIVE BUSINESS TIES.
MAJOR COMPETITOR OF COURSE IS JAPAN BUT OTHER THIRD-COUNTRY
COMPETITION INCREASING. LOCAL EMPLOYEES WITH SOUND, ON-THE-SPOT
BACKGROUND WORKINGS OF USG AND U.S. INDUSTRY, TRADE, AND BANKING
FACILITIES CONSIDERED OF PARAMOUNT IMPORTANCE. URGE SELECTION
OF KOREAN CANDIDATE KIM IL LAN.
SNEIDER

UNCLASSIFIED

NNN

Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006

# Message Attributes

**Automatic Decaptioning:** X
**Capture Date:** 01 JAN 1994
**Channel Indicators:** n/a
**Current Classification:** UNCLASSIFIED
**Concepts:** BIOGRAPHIC INFORMATION, PERSONNEL TRAINING, FOREIGN SERVICE LOCAL EMPLOYEES
**Control Number:** n/a
**Copy:** SINGLE
**Draft Date:** 14 APR 1975
**Decaption Date:** 01 JAN 1960
**Decaption Note:**
**Disposition Action:** n/a
**Disposition Approved on Date:**
**Disposition Authority:** n/a
**Disposition Case Number:** n/a
**Disposition Comment:**
**Disposition Date:** 01 JAN 1960
**Disposition Event:**
**Disposition History:** n/a
**Disposition Reason:**
**Disposition Remarks:**
**Document Number:** 1975SEOUL02493
**Document Source:** CORE
**Document Unique ID:** 00
**Drafter:** n/a
**Enclosure:** n/a
**Executive Order:** N/A
**Errors:** N/A
**Film Number:** D750129-0498
**From:** SEOUL
**Handling Restrictions:** n/a
**Image Path:**
**ISecure:** 1
**Legacy Key:** link1975/newtext/t19750454/aaaabyay.tel
**Line Count:** 129
**Locator:** TEXT ON-LINE, ON MICROFILM
**Office:** ACTION FSI
**Original Classification:** UNCLASSIFIED
**Original Handling Restrictions:** n/a
**Original Previous Classification:** n/a
**Original Previous Handling Restrictions:** n/a
**Page Count:** 3
**Previous Channel Indicators:** n/a
**Previous Classification:** n/a
**Previous Handling Restrictions:** n/a
**Reference:** 75 STATE 066617
**Review Action:** RELEASED, APPROVED
**Review Authority:** ShawDG
**Review Comment:** n/a
**Review Content Flags:**
**Review Date:** 30 JUN 2003
**Review Event:**
**Review Exemptions:** n/a
**Review History:** RELEASED <30 JUN 2003 by maginmm>; APPROVED <22 JAN 2004 by ShawDG>
**Review Markings:**

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

**Review Media Identifier:**
**Review Referrals:** n/a
**Review Release Date:** n/a
**Review Release Event:** n/a
**Review Transfer Date:**
**Review Withdrawn Fields:** n/a
**Secure:** OPEN
**Status:** NATIVE
**Subject:** FSI: COMMERCIAL LOCALS TRAINING PROGRAM
**TAGS:** PINT, KS, (KIM YOUNG HIE), (KIM PAING SUK), (KIM IL LAN)
**To:** STATE
**Type:** TE
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006